R.J. Reynolds Tobacco Company

Peter E. Schmidt
Region Sales Manager
700 Bursca Dr., Ste. 705
Bridgeville, PA 15017

November 10, 1997

TO: Don Fitzgerald

RE: Retail Rep Reporting of Discounting

Dear Don:

This is a very good letter by ROM Dobrowolski regarding this issue. I am sending it to you because others may have overlooked this issue.

Thanks,

Peter

P. E. Schmidt, RSM

cc Dave Wilmesher

Enclosure

Source: https://www.industrydocuments.ucsf.edu/docs/nlxy0000